

# Vanderbilt University Medical Center

Vanderbilt University School of Medicine  
Department of Pathology

C-3321 Medical Center North  
Nashville, TN 37232-2561  
(615) 322-2102  
Fax (615) 343-7023

I consider antigen retrieval using CellMarque's Trilogy buffer to be an important component in the trial procedure used in my lab for testing new antibodies. In many instances it can either improve staining characteristics or succeed where other retrieval buffers have given only marginal staining.

*Sandra J. Olson*

Sandra J. Olson  
Research Instructor

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# REGIONAL

REGIONAL MEDICAL CENTER  
BAYONET ♥ POINT

October 11, 2001

Cell Marque Corporation  
100 Greenwood Ave.  
Suite B  
Hot Springs, AR 71913

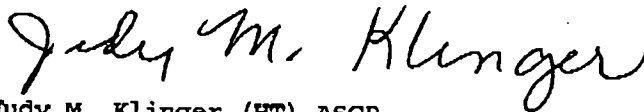
Fax: (501) 318-1900

Dear Cell Marque:

We have been using Declere and a pressure cooker in our laboratory for several months. I must admit, I was skeptical to try a different product when our use of citra and pepsin and protease worked fairly well. I guess I thought if it "ain't broke, don't fix it." Michele Foshee and Paul Ardi brought a pressure cooker and Declere for us to try, and we are hooked. The product works "as advertised" and has streamlined our immuno-peroxidase runs, not to mention the pathologists approve.

Michele and Paul have been very helpful and answer any questions I have in a very timely manner. Thanks, Cell Marque!

Sincerely,



Judy M. Klinger (HT) ASCP  
Regional Medical Center Bayonet Point  
Histology/Cytology Supervisor

JMK:1 b



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## DECLERE

The Sudbury Regional Hospital has been using DECLERE for over 3 years now. Declere, a 3 in 1 solution, deparaffinizes, rehydrates and unmasks all at once. This wonderful product enables full standardization of the pretreatment procedure; the numerous different Immunohistochemistry (IHC) procedures are condensed into a single, fully standardized protocol. This results in less errors, better staff efficiency and most importantly rendering reproducible and reliable results. This product makes positive difference to our laboratory.

Sue Seguin

Charge-Histology

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**Piedmont  
Pathology**  
associates, Inc.

GUY J. GUARINO, M.D.  
JAMES L. PARKER, M.D.  
JOHN M. BAUER, M.D.  
JOSEPH V. VOGEL, M.D.  
GEORGIA K. OLYMPIO, M.D.  
MARK R. ATKINS, M.D.

Hi Jeff,

Sorry I haven't gotten around to writing this sooner. I hope it will be helpful to you.

At our lab we use the Ventana Nexes IHC module. We have 60 primary antibodies. Since we have used Declere routinely we have observed a dramatic increase in staining intensity, with no increased back round staining. In particular, the staining of our breast profiles exhibit a clear, intense, and consistent stain. I can recommend the use of Declere with any of the primary antibodies we use.

Mark Allshouse HT ASCP  
Histology Manager  
Piedmont Pathology Associates



H. W. Ferrell, M.D.

John R. Olson, M.D.

Joseph C. Moore, M.D.

J. Terry Pearson, M.D.

Charles B. Bramlett, M.D.

Howard T. De Haven, M.D.

Louis S. McCann, M.D.

C. Gordon Vire, M.D.

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1602 Hatcher Lane  
Columbia, TN 38401

1-800-388-1294  
1-31/490-1000  
Fax: 1-31/381-7002

Jeff Gordon  
Technical Sales Consultant  
Cell Marque  
100 Greenwood Ave., Suite B  
Hot Springs, AR 71913  
September 25, 2001

Dear Jeff,

At PCA Southeast our IHC lab performs over 70 antibodies. Of these antibodies 39 require antigen retrieval, 25 of which are retrieved in Cell Marque's Declere. Declere consistently yields rich, intense specific, but always clean IHC chemical reactions. I can always recommend that when determining IHC protocols that Declere should be among the first retrieval solutions to try.

Sincerely,

A handwritten signature in black ink, appearing to read "Roderic Bryson".

Roderic Bryson HT(ASCP)

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3/24/01

Attention: Jeff Gordon

Reference: Declere and Trilogy

Cell Marque

Fax # 501-318-1900

Dear Jeff,

Our lab has recently standardized our antigen retrieval method using Cell Marque's Declere and Trilogy. I must say that this is the best product on the market for antigen retrieval. Our Immuno staining is very crisp and clear. Most of our staining intensity ratings are 4 or 4(+).

Thank you Cell Marque for this wonderful product. It has made our technical lives much easier.

Sherry Smith, HTL(ASCP)  
Histology Supervisor  
Presbyterian Hospital  
Charlotte, NC

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The Penrose - St. Francis  
Healthcare System

# Memo

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Dear Paul Ardi,

I wanted to let you know how impressed I am with your product Trilogy. I used it with many different antibodies, but I got the best results with my CD23 antibody. The product I was using before for antigen retrieval seemed to be rather harsh on the tissue, while Trilogy seemed to be very gentle, with good staining results.

Sincerely,  
Ruth Garnhart HT, (ASCP)

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